

Message Text

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ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----058294 100946Z /16

R 100718Z MAY 78
FM AMEMBASSY RANGOON
TO USDOC WASHDC
INFO SECSTATE WASHDC 5360

UNCLAS SECTION 1 OF 2 RANGOON 1673

E.O. 11652: N/A
TAGS: BTIO, BM
SUBJ: TRADE OPPORTUNITY: COTTON GINS AND TEXTILE MACHINERY

SUMMARY: GUB-OWNED TEXTILE INDUSTRIES CORPORATION APPROACHED THE EMBASSY THROUGH THE MINISTRY OF FOREKGN AFFAIRS REQUESTING TO BE PUT IN TOUCH WITH A U.S. FIRM WHICH HAD MANUFACTURED TEXTILE MACHINERY FOR A TEXTILE COMPLEX IN SUDAN. THE EMBASSY BELIEVES THIS REPRESENTS A SOLID TRADE OPPORTUNITY AND REQUESTS THAT IF POSSIBLE USDOC DETERMINE THE CORRECT U.S. SUPPLIER AND ASK THAT FIRM TO CONTACT THE TEXTILE INDUSTRIES CORPORATION REGARDING THIS TRADE OPPORTUNITY. THE EMBASSY ALSO REQUESTS THAT USDOC KEEP US INFORMED OF THE ACTION TAKEN BECAUSE THE MINISTRY OF FOREIGN AFFAIRS ASKED THE EMBASSY TO KEEP IT INFORMED ON THE PROGRESS OF THIS TRANSACTION. END SUMMARY

1. GUB MINISTRY OF FOREIGN AFFAIRS (MFA) CONTACTED THE EMBASSY ON BEHALF OF THE GUB TEXTILE INDUSTRIES CORPORATION (TIC) REGARDING TIC'S DESIRE TO PURCHASE SAW GINS AND/OR ROLLER GINS FROM A U.S. MANUFACTURER.

2. A TIC STUDY GROUP WHICH RECENTLY VISITED SUDAN NOTED THAT THE RAHAD GINNING COMPLEX IN THAT COUNTRY WAS USING U.S. EQUIPMENT SUPPLIED BY THE "MURRAY" COMPANY. THE GROUP DECIDED THAT THIS EQUIPMENT WOULD BE WELL SUITED FOR USE IN BURMA, AND THE TIC WISHES TO CONTACT THE MANUFACTURER.

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3. THE EMBASSY IN SEARCHING COMMERCIAL LIBRARY FOUND TWO POSSIBLE "MURRAY" COMPANIES WHICH MANUFACTURE GINNING MACHINES:

1. MURRAY-CARVER
150 WHITMAN ST.
EAST BRIDGEWATER, MASS 02333

2. MURRAY PIRATININGA MACHINERY CORP.
14934 TRIND DRIVE
DALLAS, TEXAS 75234.

TIC OFFICIALS SAID THEY HAD CABLED MURRAY-CARVER ABOUT EIGHT WEEKS AGO BUT HAD RECEIVED NO REPLY. THE EMBASSY BELIEVES THE SECOND LISTED FIRM WAS MOST LIKELY THE SUPPLIER TO SUDAN.

4. THE TIC DIRECTOR OF PLANNING SAID THE CORPORATION IS INTERESTED IN A COMPLETE PLANT FROM CLEANER TO BAILING PRESS. THE CAPACITY OF THE PLANT WOULD BE 3,000 TO 3,600 LBS LINT COTTON PER HOUR.

5. TIC DESIRES TO PURCHASE ALL EQUIPMENT DURING THE PRESENT BURMESE FISCAL YEAR WHICH ENDS MARCH 31, 1979. CORPORATION OFFICIALS BELIEVE THE ENTIRE TRANSACTION WHICH WILL PROBABLY REQUIRE A VISIT TO BURMA BY COMPANY REPRESENTATIVES FOR NEGOTIATIONS AND ON-SITE INSPECTION COULD TAKE CONSIDERABLE TIME, AND THEY ARE ANXIOUS TO BEGIN IMMEDIATELY. THEY INITIALLY WISH TO BE PUT IN CONTACT WITH THE CORRECT "MURRAY" FIRM AND OBTAIN CATALOGUES, BROCHURES AND IF POSSIBLE A PRICE INDICATION.

6. ACTION REQUESTED: EMBASSY REQUESTS THAT IF POSSIBLE USDOC DETERMINE WHICH FIRM SUPPLIED THE EQUIPMENT FOR THE SUDAN PROJECT AND INFORM THAT FIRM OF THIS TRADE OPPORTUNITY. REQUEST UNCLASSIFIED

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THAT THE FIRM CONTACT BY TELEX THE TIC CONFIRMING WHETHER OR NOT IT IS INTERESTED IN THIS OPPORTUNITY AND FOLLOW-UP BY MAILING CATALOGUES ETC. THE NAME AND ADDRESS TO CONTACT IS U HLA THAN, DIRECTOR, PLANNING, TEXTILE INDUSTRIES CORPORATION, 53 PYIDAUNG SU YEIKTHA ROAD, DAGON P.O., RANGOON, BURMA. TELEX: BM 2043.

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ACTION EA-12

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7. IF THE FIRM IS UNABLE TO TAKE ADVANTAGE OF THIS TRADE OPPORTUNITY, THE EMBASSY WOULD APPRECIATE A LIST OF OTHER U.S. SUPPLIERS OF THIS EQUIPMENT TO PASS ON TO TIC THROUGH MFA. FINALLY, MFA REQUESTED THAT THE EMBASSY KEEP IT INFORMED OF THE ACTION TAKEN IN ITS REQUEST. THIS IS THE FIRST TIME THE MINISTRY OF FOREIGN AFFAIRS HAS BECOME DIRECTLY INVOLVED WITH SUCH A COMMERCIAL TRANSACTION, AND IT IS ALSO UNUSUAL FOR A GUB AGENCY TO ENTER INTO A PURCHASE TRANSACTION OF THIS KIND WITHOUT FIRST ISSUING AN INTERNATIONAL OR AT LEAST A LIMITED TENDER. WE WOULD LIKE TO BE AS RESPONSIVE AS POSSIBLE AS IT COULD LEAD TO SIMILAR APPROACHES FOR TRADE OPPORTUNITIES IN THE FUTURE. HENCE, THE EMBASSY REQUESTS THAT USDOC INFORM US OF THE ACTION TAKEN IN THIS CASE AND THE RESPONSE OF THE US FIRMS SO THAT WE CAN KEEP MFA INFORMED. THE U.S. FIRM MIGHT ALSO BE REQUESTED TO SEND THE EMBASSY INFORMATION COPIES OF ANY CORRESPONDENCE IT HAS WITH TIC.

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Disposition Action: n/a
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Disposition Comment:
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Review Withdrawn Fields: n/a
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TAGS: BTIO, BM
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/ac4730a1-c288-dd11-92da-001cc4696bcc
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